



CANNON BUILDING
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**STATE OF DELAWARE
REAL ESTATE COMMISSION
REAL ESTATE EDUCATION COMMITTEE**

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, January 3, 2019 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

MINUTES FOR APPROVAL: February 7, 2019

MEMBERS PRESENT

Debbie Oberdorf, Kent County, Professional Member
Sal Sedita, Sussex County, Professional Member
Denise Tatman, Sussex County, Public Member
Judy Dean, Sussex County, Professional Member
Maggie Scarborough, Kent County, Professional Member
Christine Steele, Sussex County, Professional Member

MEMBERS ABSENT

Michael Rushe, Kent County, Public Member, Chairperson
Barbara Broadway, New Castle County, Public Member, Vice-Chairperson
Juli Giles, New Castle County, Professional Member

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Alison Warren, Administrative Specialist III

OTHERS PRESENT

CALL TO ORDER

Ms. Steele called the meeting to order at 9:43 a.m.

REVIEW OF MINUTES

The Committee reviewed the minutes from the December 6, 2018 meeting. Mr. Sedita moved, seconded by Ms. Dean, to approve the December minutes as written. By unanimous vote, the motion carried.

UNFINISHED BUSINESS

Disclosure Regarding Recruiting and Criminal History

The committee reviewed the guidelines focusing on recruiting. The recruiting form drafted by Sal Sedita was discussed, along with form update suggestions from Barbara Broadway and Eileen Kelley. The

recruiting roster from was also reviewed and discussed. These forms will be added to the Real Estate Commission meeting for review.

There was also discussion concerning criminal history and how that may impact a student's/applicants ability to obtain a Real Estate license. Ms. Kelly drafted a Notice to Prospective Students that would be read by a student prior to signing up for the Real Estate pre-licensing class. Ms. Dean moved, seconded by Ms. Scarborough to add the Notice to Prospective Students statement to the rules and regulations.

NEW BUSINESS

Update from Commission

The tabled courses for the Delaware School of Real Estate from the RE Education December 6, 2018 meeting were reviewed by Michael Rushe and ratified at the December 13, 2018 commission meeting.

An update was requested on clarifying the regulations pertaining to the new licensee modules. The plan is that they have to be taken but won't be part of CE. This update is in progress but has not been completed.

Review of Course Provider Application(s)

Ms. Giles moved, seconded by Ms. Dean, to recommend approval, contingent approval, denial, or tabling of the following course provider applications as noted below. By unanimous vote, the motion carried.

Association of Realtors School

Accredited Luxury Home Specialist (ALHS) **Approved**

Module(s): 6 and 7

Credit Hours: 6

Real Estate Investing

Approved

Module(s): 6 and 7

Credit Hours: 6

RHIS Training

The Code of Ethics

Approved

Module(s): 7

Credit Hours: 3

Environmental Issues and the Ordinances That Govern Them

Approved

Module(s): 6

Credit Hours: 3

Understanding Specialty Inspections & the Results

Approved

Module(s): 7

Credit Hours: 3

New Construction & Prelist Inspection

Approved

Module(s): 7

Credit Hours: 3

Understanding Older Homes & Their Peculiarities

Approved

Module(s): 7

Credit Hours: 3

The Interior of the Home

Approved

Module(s): 7

Credit Hours: 3

How to Stop the Home Inspection from Killing the Transaction **Approved**
Module(s): 7
Credit Hours: 3

Stucco – The Nitty Gritty **Approved**
Module(s): 7
Credit Hours: 3

How to Complete the Listing Sheet **Approved**
Module(s): 7
Credit Hours: 3

The Exterior of the Home **Approved**
Module(s): 7
Credit Hours: 3

New Castle County Board of REALTORS
Agreement of Sale/Buyer Representation **Approved**
Module(s): New Licensee Module 2
Credit Hours: 3

New Salesperson Real Estate Documents **Approved**
Module(s): New Licensee Module 3
Credit Hours: 3

New Salesperson Real Estate Professionalism **Approved**
Module(s): New Licensee Module 4
Credit Hours: 3

Ethics – Let's Get it Right **Approved**
Module(s): 2
Credit Hours: 3

Commercial Real Estate Document Practices **Approved**
Module(s): 6
Credit Hours: 3

Preferred Systems, Inc.
Managing the Home Inspection **Approved**
Module(s): 7
Credit Hours: 3

The Top 10 Common Home Defects: For Real Estate Agents **Approved**
Module(s): 7
Credit Hours: 3

Mold: What You Need to Know About Mold and How to Read Air Sampling Reports **Approved**
Module(s):
Credit Hours: 2

Ms. Scarborough moved, seconded by Ms. Steele to add Understanding Newer Homes courses to the agenda. By unanimous vote, the motion carried.

Understanding Newer Homes **Approved**
Module(s): 7
Credit Hours: 3

Review of Instructor Applications

Mr. Sedita moved, seconded by Ms. Dean, to recommend approval, contingent approval, denial, or tabling, of the following instructor applications as noted below. By unanimous vote, the motion carried.

Margaret Colman – New Application **Approved**

James Madgey – New Application **Approved**

Etta Mayes – Renewal **Approved**

Henry Wooding – New Application **Approved**

Peter Ciliberto – New Application **Approved**

Committee Office Elections (Chairperson and Vice-Chairperson)

Ms. Tatman moved, seconded by Ms. Oberdorff to nominate Sal Sedita for Chairman and Christine Steele for Vice-Chairman. By unanimous vote, the motion carried.

CORRESPONDENCE

There was no correspondence for the Committee to review or discuss.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

There was no other business before the committee to discuss.

PUBLIC COMMENT

Devasharee Singh gave the committee an update on the DEPPROS licensing system that will be implemented in Fall 2019.

The current system does not provide the office affiliation information for a Real Estate Salesperson when searching and verifying a license. The question was asked if this information could be provided with implementation of the new system. Ms. Singh will research and provide an update.

NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, February 7, 2019 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Ms. Dean moved, seconded by Ms. Scarborough to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 11:32 a.m.

Respectfully submitted,

Alison Warren

Alison Warren
Administrative Specialist III

The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentations.